

Message Text

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PAGE 01 MOSCOW 01161 251454Z
ACTION EUR-12

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E.O. 11652: N/A
TAGS: BEXP, UR
SUBJECT: CONTRACT FOR HEAT TREATMENT OF SEWAGE SLUDGE

REF: USDOC 894

1. WE HAD PLANNED TO MAKE PITCH FOR ENVIROTECH BID AT MEETING
WE HAD BEEN ANTICIPATING WITH DEPUTY MINISTER OF FOREIGN TRADE
MANZHULO IN SECOND HALF OF JANUARY. IT NOW APPEARS, HOWEVER, THAT
SUCH MEETING WILL NOT TAKE PLACE.

2. ON JANUARY 23 E/C COUNSELOR CALLED A.S. MATROSOV (REFTEL)
TO EXPRESS OUR INTEREST IN AND SUPPORT FOR ENVIROTECH'S BID AND TO
REMIND HIM OF ENVIROTECH OFFER TO HOST VISIT BY SOVIET DELEGATION
TO MIAMI, ESCONDIDO AND OTHER AMERICAN CITIES WHERE THIS PROCESS
IS NOW BEING USED TO TREAT SLUDGE. MATROSOV CONFIRMED THAT "WE
ARE INTERESTED" BUT STRONGLY URGED US TO TALK INSTEAD TO FOREIGN
TRADE ORGANIZATION LITSENZINTORG. HE WAS ALSO AWARE OF INVITATION
TO VISIT U.S. BUT GAVE NO COMMENT ABOUT PROSPECTS THAT THIS WILL
OCCUR.

3. ON JANUARY 24, LITSENZINTORG ADVISED USCO THAT Y.Y. GERASIMOV
WAS OFFICIAL HANDLING THIS GENERAL SUBJECT MATTER, BUT
GERASIMOV, WHEN CONTACTED, PROFESSED IGNORANCE OF WHOLE
QUESTION. WE THEN CONTACTED FOREIGN TRADE ORGANIZATION
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METALLURGIMPORT (REFTEL) BUT WERE TOLD THAT IT DID NOT
HANDLE THIS TYPE OF TRANSACTION. CONTACT WITH V.P. VOLODIN
OF THE FOREIGN RELATIONS SECTION OF THE MOSCOW CITY COUNCIL
WAS SIMILARLY FRUITLESS AND LET BACK TO MATROSOV, WHO IS
DEPUTY CHIEF OF THE TESTING SCIENTIFIC COOPERATION SECTION
OF THE MOSCOW WATER SUPPLY AND SEWAGE ADMINISTRATION.
MATROSOV AGAIN REFERRED THIS MATTER TO FTO BUT MENTIONED

MAIN SANITATION ENGINEER GALININ, WHO WHEN CONTACTED
DISCLAIMED KNOWLEDGE AND SUGGESTED THAT WE CONTACT
LITSENZINTORG AGAIN.

4. ABOVE RESUME SHOULD PROVIDE SOME FLAVOR OF DIFFICULTY
IN THIS CASE OF DISCOVERING WHICH DOORBELL TO PUSH ON BEHALF
OF ENVIROTECH. WHILE FRANK SEBASTIAN HAS WRITTEN TO KEN
SKOUG, ASKING FOR OUR SUPPORT (WHICH WE ARE, OF COURSE, VERY
PLEASED TO GIVE), WE WOULD APPRECIATE HAVING MORE INFORMATION
ABOUT THE PROCESS ITSELF AND ABOUT THE FTO'S INVOLVED IN
ENVITROTECH'S BID. MATROSOV, CLEARLY, BELIEVES THAT IT IS
LITSENZINTORG TO WHOM WE SHOULD TURN, AND METALLURGIMPORT
DENIES ANY INTEREST IN THE SUBJECT. PERHAPS KPRC CAN ADVISE
USDOC OF THE APPROPRIATE FTO FOR US TO CONTACT, HOPEFULLY
SUPPLYING A NAME. WHEN DAS REICH SEES SEBASTIAN ON JANUARY 30,
PERHAPS HE COULD CONVEY SKOUG'S WARM REGARDS AND ASK FOR
A BRIEF RESUME OF THE SLUDGE TREATMENT PROCESS, ALONG WITH
SELECTED TALKING POINTS WHICH SEBASTIAN FEELS WOULD BE MOST
SALIENT FOR US TO USE IN OUR FURTHER CONTACTS HERE. WE ALSO
HAVE SOME FURTHER IDEAS WHICH WE WOULD PLAN TO RAISE WITH
SEBASTIAN WHEN HE NEXT VISITS MOSCOW.

MATLOCK

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